

Chapter 10: After the presentation

“You can make more friends in two months by becoming interested in other people than you can in two years of trying to get other people interested in you.”
– Dale Carnegie (1888-1955), American writer

Tip 265: Hang about after the presentation	Essential
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Try to be available after the presentation. Members of your audience may want to meet you to discuss your presentation. Place yourself near the exit doors at the end of your presentation so you can meet people, smile, shake hands, and make eye contact.

By doing so you may learn useful information or make contacts with potential clients, collaborators, patrons or employers.

Tip 266: Make contacts	Intermediate
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Use the time after your presentation to exchange business cards and contact details with people – both members of the audience and other speakers alike – who share the same interests as you.

Always follow through any new contacts when you get home by making a phone call or sending an email.

Tip 267: Congratulate yourself	Essential
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You did it! Your presentation is over and you can finally let your hair down and pat yourself on the back.

Tip 268: Get constructive feedback	Essential
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If possible, get constructive feedback from someone you trust.